1992 COMMANDERS' PREDICTIONS

SUPPLY BULLETIN DIRECTORY

C0500-1

Military Market

MAGAZINE FOR THE MILITARY RESALE SYSTEM | ARMY TIMES PUBLISHING COMPANY | JANUARY 1992 $15.00

20814 SI-DIGIT
C0500 3743 DEC99 NM 001121
KENDRICK
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BREAKING BARRIERS

The AAFES Disability Hiring Program

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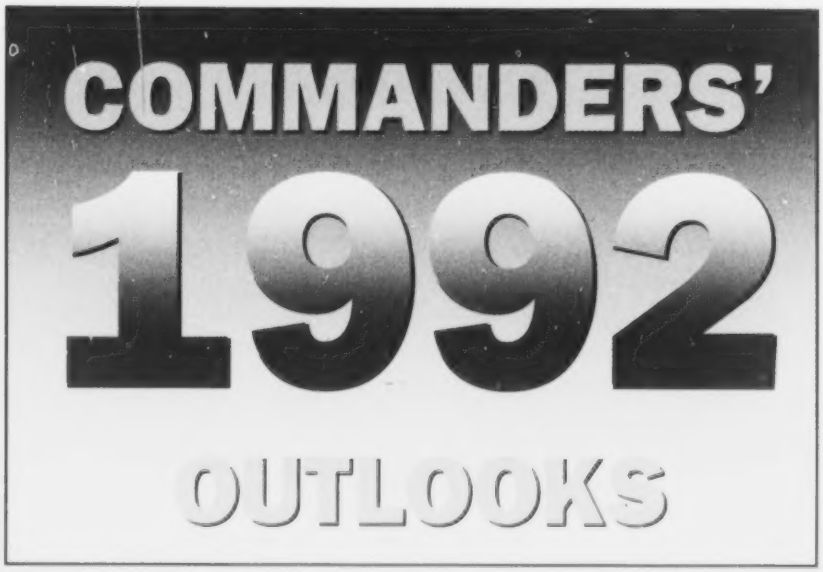

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JANUARY 1992 VOL. 43, NO. 1

News

☐ The road may look longer, and sometimes rockier, but DeCA and industry share a common goal. ☐ Initial returns from exchanges show sales are up from 1990's Desert Shield Christmas. ☐ Heal thyself! AAFES to undergo major directorate analysis. ☐ Early reviews of NEXCOM's new central buying office offer a cautious "A" for effort. ☐ Union says it's too early to evaluate AAFES' gain sharing program. ☐ VCS finds a direct mail alternative to tobacco, while Coast Guard exchanges adopt AAFES' point of sale tobacco policy. ☐ Twenty-four hour holiday stores are successfully SOP in AAFES' Southern Region. ☐ Quantico BX is "conceptually" contemporary. ☐VCS may postpone frequent delivery. ☐ Direct order automotive goods are looking good in Marine BXs. 8

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COVER PHOTOGRAPH by PAULA NELSON, DESIGN by CHRISTINA RIVERO. Pictured: BRUCE ALLEN, a full-time warehouse worker at the AAFES Fashion Distribution Center in Dallas.

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MILITARY MARKET(USPS 911-580): Published 12 times a year by the Army Times Publishing Co., Springfield, VA 22159-0210. Single copies: $6; except January, July issues: $15 each. Subscriptions: 1 year, $60 (outside U.S., $75); 2 years, $105 (outside U.S., $135); 1 year, outside U.S. via airmail, $225. Second class postage paid at Springfield, Va., and additional mailing offices.
POSTMASTER: Send address changes to Military Market Magazine, Circulation Department, Springfield, VA 22159-0215.

Military Market Index

COMMISSARIES		SEPTEMBER			YEAR-TO-DATE		
		CY '90	CY '91	% CHANGE	CY '90	CY '91	% CHANGE
ARMY	CONUS	$130,515	$142,170	+8.93	$1,172,115	$1,246,870	+6.38
	OVERSEAS	46,305	43,995	-4.99	413,175	417,485	+1.04
	TOTAL	**176,820**	**186,165**	+5.29	**1,585,290**	**1,664,355**	+4.99
AIR FORCE	CONUS	189,150	182,422	-3.56	1,725,926	1,760,009	+1.97
	OVERSEAS	40,244	43,707	+8.61	366,827	370,867	+1.10
	TOTAL	**229,394**	**226,129**	-1.42	**2,092,753**	**2,130,876**	+1.82
NAVY	CONUS	89,942	110,526	+22.89	694,884	732,654	+5.44
	OVERSEAS	10,001	12,103	+21.02	75,397	81,434	+8.01
	TOTAL	**99,943**	**122,629**	+22.70	**770,281**	**814,098**	+5.69
MARINES CORPS	CONUS	15,160	15,246	+0.57	143,532	146,179	+1.84
	OVERSEAS	260	300	+15.38	2,599	2,855	+9.85
	TOTAL	**15,420**	**15,546**	+0.82	**146,131**	**149,034**	+1.99
COAST GUARD	CONUS	352	422	+19.89	2,814	2,927	+4.02
	OVERSEAS	391	312	-20.20	2,773	2,691	-2.96
	TOTAL	**743**	**734**	-1.21	**5,587**	**5,618**	+0.55
ALL COMMISSARIES	CONUS	$425,119	$450,786	+6.04	$3,739,271	$3,888,639	+3.99
	OVERSEAS	$97,201	$100,417	+3.31	$860,771	$875,332	+1.69
	TOTAL	**$522,320**	**$551,203**	**+5.53**	**$4,600,042**	**$4,763,971**	**+3.56**
GROCERY STORES	*U.S.*[1]	*$28.124bil.*	*$27.691bil.*	*-1.54%*	*$252.714bil.*	*$259.311bil.*	*+2.61%*

EXCHANGES		SEPTEMBER			YEAR-TO-DATE		
AAFES	CONUS	$346,626	$352,340	+1.65	$2,972,658	$3,125,455	+5.14
	OVERSEAS	259,746	251,190	-3.29	2,195,244	2,359,603	+7.49
	TOTAL	**606,372**	**603,530**	**-0.47**	**5,485,058**	**5,485,058**	**+6.14**
MAIL ORDER	CONUS[2]	901	1,222	+35.63	9,829	13,364	+35.97
	OVERSEAS[2]	1,967	2,020	+2.69	20,682	22,727	+9.89
	TOTAL[3]	**2,868**	**3,242**	**+13.04**	**30,091**	**36,091**	**+18.29**
NAVY	CONUS[4]	127,842	129,727	+1.47	990,436	1,017,199	+2.70
	OVERSEAS[4]	57,913	60,322	+4.16	443,655	459,813	+3.64
	TOTAL[4]	**185,755**	**190,049**	**+2.13**	**1,434,091**	**1,477,012**	**+2.99**
MARINES CORPS	CONUS	29,968	33,543	+11.93	279,738	288,599	+3.17
	OVERSEAS	3,149	5,763	+83.01	32,876	46,900	+42.66
	TOTAL[3]	**33,117**	**39,306**	**+18.69**	**312,499**	**335,499**	**+7.32**
COAST GUARD	CONUS[2]	10,167	9,939	-2.24	85,239	87,239	+1.67
	OVERSEAS	756	765	+1.19	6,674	6,674	+2.63
	TOTAL[3]	**10,923**	**10,704**	**-2.00**	**93,913**	**93,913**	**+1.74**
ALL EXCHANGES	CONUS	$515,504	$526,771	+2.19	$4,338,468	$4,531,856	+4.46
	OVERSEAS	$323,531	$320,060	-1.07	$2,698,960	$2,895,717	+7.29
	TOTAL	**$839,035**	**$846,831**	**+0.93**	**$7,037,428**	**$7,427,573**	**+5.54**
DEPARTMENT STORES	*U.S.*[1]	*$12.898bil.*	*$13.501bil.*	*+4.68%*	*$113.230bil.*	*$117.205bil.*	*+3.51%*

Marine Corps transactions unavailable for this month. 1) Source: U.S. Department of Commerce. 2) MM estimate, based on official data. 3) Includes consolidated sales for all services, including Coast Guard. 4) Does not include sales of ships stores. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in thousands (000); except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume. Distribution of sales by ConUS and overseas is based on definition by respective service and system. Figures do not include sales tax..

Marty Baumann

Seven Shades of Purple — CDCs in DeCA's 7 Regions

REGION/CDCs	LINES	SUPPORTED STORES
CENTRAL REGION[1]		
Camp Lejeune	2,600	Cherry Point, Hadnot Point, New River, Tarawa Terrace
Great Lakes	1,980	Crane, Great Lakes
Norfolk	1,140	Fort Story, Little Creek, Norfolk, Oceana, Portsmouth, Yorktown, Bermuda
MIDWEST REGION[2]		
Colorado Springs	1,800-2,500	AF Academy, Fitzsimons, Ft. Carson, La Junta, Lowry, Peterson
El Paso/Alamogordo	1,800-2,500	Cannon, Ft. Bliss, Holloman, Kirtland, Reese, White Sands
Ellsworth	1,800-2,500	Belle Fourche, Dickinson, Ellsworth, Forsyth
San Antonio	1,800-2,500	Bergstrom, Carswell, Dyess, Ft. Hood 1 & 2, Goodfellow, Brooks, Ft. Sam Houston, Kelly, Lackland, Laughlin, Randolph, Chase Field, Corpus Christi, Kingsville
Wichita	1,800-2,500	Altus, Ft. Riley, Ft. Sill, McConnell, Offutt, Sheppard, Tinker, Vance
NORTHEAST REGION[3]		
Cameron Station	1,700	Andrews, Annapolis, Bolling, Cameron Station, Dahlgren, Ft. Belvoir, Ft. McNair, Ft. Myer, Patuxent River, Quantico, Vint Hill, Walter Reed
Mechanicsburg	1,853	Aberdeen, ARDEC, Carlisle Barracks, DDRE, Dover, Tobyhanna, Edgewood, Ft. Detrick, Ft. Hamilton, Ft. Meade, Ft. Monmouth, Ft. Ritchie, Governors Island, Kelly SF, Lakehurst, McGuire, NS New York, Philadelphia, West Point, Germersheim and Lakenheath CDCs (less than full loads)
Newport	1,345	Argentia, Bangor, Brunswick, Cutler, Ft. Devens, Hanscom, Mitchel Field, New London, Newport, Scotia, Winter Harbor
SOUTHERN REGION[4]		
Charleston	630 approx.	Charleston NB, Charleston WS, Parris Island
Jacksonville	630 approx.	Jacksonville, Mayport, Cecil Field, Orlando, Albany, Kings Bay, Key West, Roosevelt Roads, site stores at Antigua, Guantanamo Bay
Pensacola	630 approx.	Pensacola, Whiting Field, Meridian, Gulfport, Memphis, New Orleans
Robins	630 approx.	Turkey, Mediterranean, Panama
SOUTHWEST REGION[5]		
Davis-Monthan	N/A	Davis-Monthan, Ft. Huachuca, Gila Bend, Holbrook, Luke, Williams
El Toro	2,004	Barstow, China Lake, Edwards, El Toro, Ft. Irwin, George, Long Beach, Los Angeles, March, Nellis, Norton, Point Mugu, Port Hueneme, San Onofre, Twenty-Nine Palms, Vandenberg
Hill	N/A	Dugway, Hill
Oakland	2,747	Alameda, Beale, Castle, Fallon, Ft. Ord, Hamilton, Lemoore, Mare Island, Mather, McClellan, Moffet Field, Oakland, Presidio, Sierra, Skaggs Island, Stockton, Travis, Treasure Island, overseas
San Diego	2,100	Camp Pendleton, El Centro, Imperial Beach, Miramar, North Island San Diego NTC, San Diego NS, Yuma MCAS, Yuma PG
NORTHWEST/PACIFIC REGION[6]		
Camp Kinser	5,000-6,000	Camp Courtney, Camp Foster, Camp Kinser, Kadena
Seattle/Tacoma	2,000 max.	Adak, Bangor, Bremerton, Fairchild, Ft. Lewis, McChord, Seattle, Whidbey Island
Yokosuka	5,000-6,000	Atsugi, Camp Kure, Negishi Heights, Sasebo, Yokosuka
EUROPE REGION[7]		
Germersheim	3,400	Central Europe stores under $500,000 in annual business
Lakenheath	4,600-4,700	Lakenheath, all Navy stores in U.K.
Mainz-Kastel	N/A	N/A
Spinelli	3,500-4,000	Stores in Southern Europe

NOTE: Information provided by DeCA regions. Current as of December 1991. [1] CENTRAL: Will have 32 stores with FDS and four stores which are standalones: K.I. Sawyer, Selfridge, Seymour Johnson, and Wurtsmith. [2] MIDWEST: A decision has been made to build a CDC in San Antonio; no other details are available. Region currently has two CDCs: Ellsworth (services Belle Fourche, Dickinson, and Forsyth) and Corpus Christi (services Chase Field and Kingsville). Region plans two Remote Distribution Centers: Grand Forks and Minot. [3] NORTHEAST: In the near future, Mechanicsburg CDC will handle less than full loads for CDCs at Germersheim and Lakenheath. Four stores will get FDS but no CDC support: Ft. Drum, Griffiss, Loring, and Seneca. [4] SOUTHERN: Region will have four RDCs: Panama (supports Corozal, Ft. Espinar, and Howard); Maxwell (supports Gunter and Maxwell); Ft. Gillem (supports Camp Merrill and Ft. McPherson); and MacDill (supports Avon Park and MacDill). Region has no standalones; all stores get FDS or CDC support. [5] SOUTHWEST: Chart shows region's plans for five CDCs. Currently, there are three CDCs: El Toro supports six ConUS and one overseas store; Oakland supports eight ConUS, five overseas, and 10 embassy stores; and San Diego supports 12 ConUS stores. Also, the store at Luke currently supports the stores at Gila Bend and Holbrook. Currently, the region has 24 stores which get no CDC support. [6] NORTHWEST/PACIFIC: The stores at Sagamihara, Japan, and Osan, Pusan, Taegu and Yongsan, Korea, all support smaller stores, though they are not officially called CDCs. Additional CDCs have been proposed for Ft. Richardson and Ft. Wainwright, Alaska; Pearl Harbor/Hickam, Hawaii; Tracy, Calif.; Iwakuni, Japan, and Orote, Guam. Standalone stores — supported by neither FDS or CDCs — are at Conrad, Fairchild, Havre, Malmstrom, Mountain Home, Powell and Wilder. [7] EUROPE: Lakenheath stockage will be expanded to 5,000-5,500 line items by May/June 1992; by September 1992, it will service all Air Force stores in the U.K. Germersheim will service all Central Europe stores doing up to $700,000 in annual business by April/May 1992; by July/August 1992, it will pick up all other stores in Central Europe. Lines stocked will increase to 5,000-5,500 by May/June 1992. DLA will operate Spinelli CDC by April/May 1992. Mainz-Kastel CDC will be phased out within the next 12 months.